NEWS RELEASE

Mitel Expands Partner Network Across Germany to Better Serve Enterprises

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- Offers advanced capabilities for simplifying and improving communications.
- Allows customers options for future cloud migration based on their unique needs.
- Increases Mitel partners serving Germany's medium-to-large enterprise segment.

Mitel® (Nasdaq:MITL) (TSX:MNW), a global leader in enterprise communications, is gaining momentum for growth in Germany, welcoming 11 more certified partners to deliver solutions for medium and large enterprises. The new partners will offer MiVoice Business, MiCollab and MiContact Center while providing a clear path for evolving customers' business communications, and enabling seamless migration to the cloud.

Among the newly-signed partners are Bechler, BVG, ComNET Gesellschaft für Kommunikation & Netzwerke mbH, Computer Stamm GmbH, Comulus AG, Ostertag, the-Company, TK-technologies GmbH and WTG communications GmbH.

To further support the success of its partners, Mitel Germany also recently launched a revamped onboarding strategy that lets them complete installation projects faster than before to begin generating revenue in less time. After passing a brief training course, they can carry out customer installations only one month later with support from Mitel Professional Services. This includes Mitel experts accompanying partner technicians onsite to initial projects.

Quotes

"Our customers look for a supplier who not only provides reliable and scalable communications and collaboration solutions, but can also help them evolve as their business changes," said Dirk Walla, Managing Director of system integrator WTG communication GmbH. "Mitel's broad portfolio allows us to truly address a customer's unique needs, whether it's moving to the cloud or building a multi-channel contact center."

"As fast-moving companies across Germany seek to simplify and improve how they communicate and collaborate, it's important to have best-in-class channel partners to make what's possible a reality," said Christian Fron, Vice President Sales DACH, Mitel. "We welcome our newest partners and recognize their deep knowledge of the market, strong technology expertise and unwavering commitment to customer success."

Important Facts

- Mitel was recognized as a Leader in the **Gartner Magic Quadrant for Unified Communications** for four consecutive years.
- Nearly 15 percent of employees' total work time is wasted on inefficient communications. **Read** the report from Webtorials to learn more.

Related Materials

- **Learn** more about how Mitel is giving a voice to digital transformation.
- **Get** a free copy of the "Digital Transformation for Dummies" e-book.
- Frost & Sullivan selected Mitel cloud services for a Competitive Strategy Innovation and Leadership Award. **Download** the report to read the full analysis.

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Cloud Communications, Collaboration, Unified Communications, Business Communications, Contact Center, Digital Transformation